

Message Text

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PAGE 01 STATE 257803
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 DOTE-00 AID-05 IO-13
FAA-00 DODE-00 CIAE-00 INR-07 NSAE-00 /044 R

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STATE/ARA/AND/EJALLITTO (PHONE)
DOT/FAA/ESEIBERT (PHONE)
AID/CFS/MDILEGGE (SUBS.)
COM/OGC/JDEMAS

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P 280122Z OCT 77
FM SECSTATE WASHDC
TO AMEMBASSY QUITO PRIORITY

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E.O. 11652: N/A

TAGS: BENC, EC

SUBJECT: MAJOR PROJECT: QUITO AND GUAYAQUIL AIRPORTS

REF: QUITO 7056

1. WHILE USDOC CAN INFORM INTERESTED AMERICAN FIRMS THAT
GOE WOULD PREFER TO OBTAIN ONE CONSORTIUM PROPOSAL FROM

U.S. INDUSTRY, IT CANNOT ENTER INTO DISCUSSIONS WITH ONE
OR MORE FIRMS THAT WOULD RESULT IN AN ARRANGEMENT THAT
WOULD EXCLUDE PARTICIPATION BY ANY INTERESTED COMPANIES.
STATE AND COMMERCE AGREE, THEREFORE, WITH E/C COUNSELOR'S
STATEMENT IN PARA FIVE OF REFTEL THAT SUCH A ROLE NO
MORE FEASIBLE THAN FOR USG TO PICK AN INDIVIDUAL COMPANY
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PAGE 02 STATE 257803

FOR PARTICIPATION.

2. GUDINO OBVIOUSLY CORRECT IN STATING THAT REVIEW OF
PROPOSALS FOR DESIGN OF NEW INTERNATIONAL AIRPORTS IS
MAJOR UNDERTAKING REQUIRING CONSIDERABLE PROFESSIONAL
EXPERTISE. IF EMBASSY FEELS IT APPROPRIATE, IT MAY WISH
TO RAISE SEVERAL POINTS WITH GUDINO: FIRST, NATIONAL

ORIGIN IS NOT NATURAL CRITERION FOR JUDGING AIRPORT
ENGINEERING COMPETENCE. SUCCESSFUL COMPLETION OF SIMILAR
UNDERTAKINGS MIGHT BE MORE PERTINENT CONSIDERATION.

SECOND, IT IS CUSTOMARY, THROUGHOUT THE WORLD, FOR
CONTRACTING AUTHORITIES TO ASK INTERESTED FIRMS TO
PROVIDE INFORMATION ON QUALIFICATIONS, INCLUDING
EXPERIENCE ON SIMILAR PROJECTS, FINANCIAL CAPABILITY, ETC.,
FROM WHICH IT CAN DEVELOP A SHORTLIST OF COMPANIES
JUDGED TO BE QUALIFIED TO MAKE PROPOSALS; AND THEN CALL
FOR BIDS. THIRD, IF GOE DOES NOT BELIEVE IT HAS
ADEQUATE RESOURCES FOR REVIEWING PROPOSALS AND/OR
DEVELOPING PREQUALIFICATION LISTS, THESE SERVICES ARE
OFFERED BY PRIVATE CONSULTANTS (WHO OFTEN ARE PRECLUDED
FROM FURTHER PROJECT PARTICIPATION IN ORDER TO PROVIDE
FOR OBJECTIVE RECOMMENDATIONS) OR INTERNATIONAL ENTITIES
SUCH AS ICAO.

3. FEDERAL AVIATION ADMINISTRATION IS WILLING CONSIDER
OFFERING ITS SERVICES IN SUCH A CAPACITY WITH RESPECT TO
AIRPORT DESIGN, ON A REIMBURSABLE BASIS, IF GOE WERE TO
INITIATE REQUEST. AID-SUGGESTS E/C COUNSELLOR
CONSULT EMBASSY AID OFFICER TO REVIEW QUESTION OF
WHETHER SUCH TECHNICAL ASSISTANCE WOULD MEET CRITERIA FOR
661 REIMBURSABLE PROGRAM.

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PAGE 03 STATE 257803

4. WHILE IT PRACTICALLY CERTAIN THAT GUDINO AND DCA
AWARE OF FOREGOING POINTS, EMBASSY MAY WISH TO REPEAT
THEM AS INDICATION THAT U.S. AIRPORT ENGINEERING FIRMS
ARE WILLING TO ENTER INTO OPEN COMPETITION UNDER
REASONABLE TERMS EVEN THOUGH USG DOES NOT PROVIDE
SUPPORT OF THE TYPE OFFERED TO COMPANIES BY GOVERNMENTS
OF THIRD COUNTRIES --(I.E. EXCLUSION OF DOMESTIC
COMPETITION) BUT WOULD EFFECTIVELY BE PRECLUDED FROM
PARTICIPATION IF DCA PROCEEDS ALONG LINES INDICATED IN
REFTEL.
VANCE

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 28-Oct-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Expiration:
Film Number: D770395-1036
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t1977109/aaaaahnw.tel
Line Count: 105
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: e1e7f236-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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SAS ID: 1021289
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Status: NATIVE
Subject: MAJOR PROJECT: QUITO AND GUAYAQUIL AIRPORTS
TAGS: BENC, EC
To: QUITO
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/e1e7f236-c288-dd11-92da-001cc4696bcc
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